

## Message Text

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ORIGIN COME-00

INFO OCT-01 EUR-12 ISO-00 EB-04 NEA-06 RSC-01 /024 R

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DRAFTED BY: COM/BIC/OED/MEPD/JPHILBRICK/LAW

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COM/BIC/OED/MEPD/JMSANDS, DIR

COM/BIC/OIM/MADERHOLD (INFO)

STATE/NEA/TUR/BHIRSCHORN (PHONE)

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P 112201Z NOV 74

FM SECSTATE WASHDC

TO AMEMBASSY ANKARA PRIORITY

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E.O. 11652: NA

TAGS: BEXP, TU

SUBJECT: MAJOR PROJECT: IRAQ-TURKEY CRUDE OIL PIPELINE

1. WILLIAMS INTERNATIONAL OF TULSA, OKLAHOMA HAS DISCUSSED WITH MAJOR PROJECTS, USDOC THE PROBLEM IT IS HAVING WITH THE BIDDING ON THE SUBJECT PROJECT.

2. BACKGROUND AS PROVIDED BY WILLIAMS IS AS FOLLOWS. WILLIAMS, ENTREPOSE (FR) AND TEKJEN (TURKISH) BID AS A CONSORTIUM ON THIS PIPELINE ORIGINALLY IN FEBRUARY 1974. BIDS WERE TO BE VALID FOR 90 DAYS DURING WHICH PERIOD TPAO NEGOTIATED WITH ALL BIDDERS (OTHERS ARE GERMANS AND ITALIANS). ALL BIDDERS AGREED TO AN EXTENSION OF BID VALIDITY UNTIL JUNE 30 HOPING THAT PARLIAMENT WOULD IN THAT PERIOD AGREE TO TERMS OF PIPELINE WITH IRAQIS. HOWEVER, TURKISH GOVERNMENT DID NOT AGREE AND A REBID WAS CALLED AND NEGOTIATIONS WERE HELD ON THE REBID. THE CYPRUS DIFFICULTIES INTERRUPTED PROCEEDINGS AND THEN A PERIOD OF NEGOTIATIONS BEGAN AGAIN. IN LATE SEPTEMBER THE ITALIAN GOVERNMENT COMPLAINED ABOUT THE LENGTHY NEGOTIATIONS AND REQUESTED A REBID. TPAO COMPLIED

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BUT WITH A DEADLINE OF ONLY THREE DAYS. SINCE

WILLIAMS HAD BEEN LOW ON THE OTHER BIDS (OR APPEARED TO BE-THE NUMBER OF CONDITIONS ATTACHED BY EACH BIDDER TO ITS FIGURE MADE COMPARISON DIFFICULT) IT STAYED WITH THE SAME FIGURE. THE GERMANS HOWEVER CUT THEIR BID AND ARE NOW LOW BIDDER. TPAO IS NEGOTIATING SOLELY WITH THE GERMANS.

3. WILLIAMS COMPLAINT IS THAT THIS TIME NEGOTIATIONS ARE NOT ACROSS THE BOARD AND THAT THERE WAS NO NOTIFICATION OF A CHANGE IN PROCEDURE. WILLIAMS REQUESTS THAT THE EMBASSY MAKE REPRESENTATIONS AT WHATEVER LEVEL IS NECESSARY TO HAVE ANOTHER ROUND OF BIDDING IN WHICH IT IS CLEARLY STATED THE GUIDELINES FOR NEGOTIATIONS. WILLIAMS STATES IT IS ONLY US FIRM INVOLVED. EMBASSY ASSISTANCE MUCH APPRECIATED. KISSINGER

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 11 NOV 1974  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** cunninfx  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
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**Status:** NATIVE  
**Subject:** MAJOR PROJECT: IRAQ-TURKEY CRUDE OIL PIPELINE  
**TAGS:** BEXP, TU  
**To:** ANKARA  
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